From: Barry Cadden
Sent: Thursday, May 03, 2012 3:34 PM
To: kboneau@medicalsalesmgmt.com
Subject: RE: Saint Mary's Hospital janesville, WI

Board in Wisconsin would never accept this excuse for no names.....I know it's logical but this reason would not compute to these pea brains!.....have them write reason for "no patient names" on order and we will ship

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From: Ken Boneau
Sent: Thursday, May 03, 2012 2:16 PM
To: Barry Cadden
Subject: RE: Saint Mary's Hospital janesville, WI

I've only had one or two of these situations that I can remember in recent months where there was expired stock. I'm pretty sure the other time was with Caffeine Sod Benz too. It's not something that moves often and almost every quote I've submitted was for minimum because places expect it's going to outdate but want to have on hand.... When I spoke with the DOP earlier, I asked if he'd used any and he said he couldn't pull anything up from his system and couldn't tell me if used any or not. At that point, I told him I'd see if we could replace expired stock because it had been over 5 months since he ordered. I also took that opportunity to mention the contract....

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From: Barry Cadden
Sent: Thursday, May 03, 2012 1:49 PM
To: Ken Boneau
Subject: RE: Saint Mary's Hospital janesville, WI

Contract is not meant to cover ALL patient data for LAZY people. I don't think that you sales reps fully understand it's purpose. As a pharmacy we must get patient data from these facilities....period. The agreement explains the relationship + allows for some gray area for certain situations when patient data is impossible to provide. It's is not meant as an "option". Why did I never hear about this "expired stock" deal even once in 14 years but now..over past 2 months it has become a regular occurrence? Sounds like some "coaching" is going on? We are only allowed to dispense meds based upon prescriptions + this is an unusual + unacceptable situation

This client did not use even one vial?..

From: Ken Boneau
Sent: Thursday, May 03, 2012 10:34 AM
To: Barry Cadden
Cc: Robert Ronzio
Subject: Saint Mary's Hospital janesville, WI

This facility is looking to re-order Caffeine Sodium Benzoate. Initial order was shipped on 12/30 for #10 units at $20 /each. They are replacing expiring stock and didn't use any. Can they just put "replacing expired stock" on the Order Form?

Also, I did talk about the contract with the DOP and he is very interested. We discussed him signing as is and not sending to legal….. They also use us for; Dilation Drops, Hyaluronidase, LET Gel and Vitamin K ($2k last month). Can we offer the contact here?

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